### YOUNG WOMEN.

LARGE NEW YORK DEPARTMENT STORE, CARRYING HIGH GRADE LINES OF MERCHANDISE, DE-SIRES TO RECEIVE APPLICA-TIONS FROM YOUNG WOMEN BE-TWHEN AGES OF 25 AND 30 WHO HAVE AT LEAST A HIGH SCHOOL EDUCATION FOR DEVELOPMENT IN MERCHANDISE LINE. EXPERI-ENOR IN MERCHANDISE IS NOT ESSENTIAL: A GOOD FUNDA-MENTAL EDUCATION, AMBITION AND A DESIRE TO DEVELOP ALONG THE LINES OF BUYING AND SELLING HIGH GRADE MER-CHANDISE, PERSONALITY AND ENECUTIVE TALENT, ARE RE-QUIREMENTS FOR A SUCCESSFUL CARDER IN THE BUSINESS IN WHICH THESE OPENINGS EXIST. BOX 557, 200 CABLE BUILDING.

YOUNG WOMAN, high school graduate, not afraid of work: Christian corporation; results rewarded; \$1,500, with promotion. P 2105 Herald, Horald sq. YOUNG lady, bright, to assist in office switchboard experience preferred, but no essential; state references and salary de-eired. Box 565, 260 Cable Building. YOUNG woman, bright, willing, for general office in hospital; must be over 25 and understand switchboard; \$50 month, room and board. Apply Tuesday, 301 East 19th st.

### EMPLOYMENT AGENCIES. Help Wanted Female-Domestic.

HAPPY NEW YEAR TO ALL. LAZARES EMPLOYMENT AGENCY, INC. 141 East 72d St., cor Lexington av.

A GOOD PLACE FOR GOOD POSITIONS We can place you. Wettler's Agency, 20 West 48d at.

251 West Stih St., CORNER BROADWAY.
Spiendid places, city and country, good
wages, for copies, butlers, cooks, bouseworkers, nurses, laundresses, governesses;
SEVERAL PLACED IMMEDIATELY. AT MRS. THEO, MALMBERG'S
SWEDISH AGENCY (ESTABLISHED 1881),
1049 LENINGTON AV. (75TH).
Cooks, waitresses, chambermaids, nurses,
houseworkers, couples.

AT MISS HOFMAYER'S AGENCY.
10 East 43d st., 3d floor.
Cooks, waltressee, children's nurses, Swed-ish cooks, English and Scotch waltresses, couples, PARLORMAID, 860; cook, 880; kitchenmald, 860; waitress, 875; couple, \$156. Brennan Employment Agency, 695 Madison av. Plaza 1217.

CHAMBERMAID-WAITRESSES, cooks, kitchenmalds, laundresses, houseworkers, nurses waitresses, parlormalds, couples. Morrow's 721 Lexington av., corner 58th. Plaza 1254 LIDA SEELY AGENCY,

28 West 52d.

Butlers, 2d men, cooks, 2d cooks, k'mald.

waitresses, ch'bermaids, laundresses, muree MRS. R. STRICKER & NEPHEW.

12 West 53th st.,
re openings for all ponitions; good wages;
private families; all unitionalities.

COOKS, chambermaids, couples, bousework-ers. Berta Carlson's Agoncles, 2280 Broad-way, corner 82d. Schuyler 1076; 787 Lexing-ton av., mear 61st NOTTH Agency, 826 Lexington ev.-Cooks, kitchenmalds, houseworkers, waltresses,

COUPLES, \$150; cooks, waitresses, chamber-maids, laundresses. Universal Agency, \$25 Madison av. CHAMBERMAID NURSE FOR COUNTRY. BRENNASS AGENCY, 695 Madison av.

# AGENTS WANTED.

Male.

Mate.

AGENTS-500.00 to \$500.00 per month disributing Recolodine; care, permanent work;
exclusive territory; automobile free. Write
for narticulars EPERDOLINE CO., Dept.
120, Dallas, Texas.

AGENTS-Salesmen, crew managers can
make \$1,000 a month; high grade combination shopping bag; new; immense profits;
free circular. Pelletter Mfg. 117 No. Dearborn, Chicago.

AGENTS-Salesmen with car, if interested,
making hundred weekty placing Government surplus A. C. and Bethlehem spark
plugs; half price; write for territory. King,
100 Beylnton, Beston.

AGENTS-\$30.500 week pessible; free samples; gold sign letters any one can put on
stors windows; big demand; liberal offer to
general neems. Metallic Letter Co., 450 N.

Chark, Chicago.

AGENT-Manufacturer's agent wants a foll

Garn, Chiengo.

AGENT - Manufacturer's agent wants a full line of German made toys and dolls, also cuttlery, for Western States; exclusive territory, only considered. Y 2162 Heraid, 18th st.

AGENTS wanted—You can make big money selling Champion Shock Absorbers for Pords; the greatest cushion ride; they take the bump out of the road. Heberger's, 291 Sherwood av., Rochester, N. Y.

Sherwood av., Rochester, N. Y.

AGENTE-We start you without a dellar, acaps, extracts, perfumes, tollet goods; experience unnecessary. Carnation Co., dept. 250, St. Leuis.

AGENTS-Active men, women for sale of French publication; unlimited sale for all: no competition; good commission. Brief. A Rue de la Terrasse, Paris, XVII.

AGENTS-Sales agents can average and accommission.

AGENTS—Make \$72 a week selling 4 average crosses rainceans a day; outfit free; no delivering. Improved Mfg. Co., dept. 227, Ashland, Oblo.

ADDRESS BY LETTER TO

land, Ohlo.

AGENTS-Automobile accidents prevented by new lavention; costs agent \$2.50 delivered; ratalls \$7; wenderful self selling plan, Carl Brown, Manager, Dept. 51, Columbus, Ohlo. AGENTS—"Stick-on" burgiar-rattle proof window lock; trial outfile; furnishes biggest, guidekest money makers out; all homes buy several. Transco Co., Greenville, Chio. AGENTS—Everplay phonograph needle, plays all records, all machines. 25,000 times without changing: \$1; agents wanted. Genese Sales, 294 Genese at., Buffale, N. Y.

Genegee Sales, 204 Generic et., Bultalo, N. Y.
AGENTS-Salesmen; exceptional opportunity
for few salesmen who write at once; five
rien now carning \$10 to \$100 per day. Meclienty Calendar Factory, Washington, Iewa
AGENTS-Wonderful seller, enormous profit
corry foller salest deliver on sport, Icense
to the control of the control of the control
of the control of the control of the control
of the control of the control of the control
of the control of the AGENTS—Our soap and tollet arricle pian is
wonder; get our free sample case offer.
Ho.Ro.Co., 182 Leaves, St. Louis.
AGENTS—I.We. home buys "Presto," a repear stable free. Address Presto
Prostruct Co.s., 18.1 Foodway, N. Y. City.

AGENTS—New motal specialty sold to all classes of retail merchants, manufacturers and banks; brand new sales plin and quick action sales talk puts 'en over; real winner right new for 1922; low prices amaze; salesmen's outfit fits the pocket; big commission paid promptly on receipt of orders; out salesmen made more money last month than in any previous month for the past year, fiel in quick on this row one. Good Will Advertisers Corp., 2250 Alment st., desk 300, Indianapolts.

AGENTS WANTED.

AGENTS—No dult times selling food; peo-pie naust eat: Pederal distributors make big profits; \$3,000 yearly and up; no capital of experience needed; guaranteed sales; un-sold goods can be returned; your name on products builds your own business; repeat orders sure; exclusive territory. Write Fed-eral Pure Food Co, Chicago.

parented aluminum handle cutlery set; you simply display set and write order; we defiver and collect; pay you daily; experience unnecessary; sample free; try it out. Jennines Mfg. Co., Set 166, Dayton, Ohlo.

AGENTS—\$10 daily possible, right in your divertion and aid; new method of rafinishing brass beets, chandless where occuping the captures; you three of the particulars and proofs. Cumeral Co., 3 Eim, Decatur, Ill.

AGENTS—\$12 a week possible to special mentot travel by automobile and introduce 300 candle power coal oil lamp and lantern for farmers, dairymen, liucksters, gardeners, contractors; we furnish the auto; sample free. Thomas Mfg. Co., File 416, Dayton, Ohlo.

AGENTS—Here's a new one, \$15 a day easy, "Simplex froning board covers," biggest seller in years; overy woman wants one drup dead ones; sell something new; make big money. W. J. Lynch, box 623. Spring-field, Ill.

AGENTS—The Shine Mitten Duster clears, collects dust and polishes furniture, planes, rutomobiles and all varnished surfaces; can be such and polishes furniture, planes, rutomobiles and all varnished surfaces; each contractor of the first polishes furniture, planes, rutomobiles and all varnished surfaces; each contractor of the first planes and contractor of the first planes are contractor of the first planes and contractor of the first planes are contractor of the first planes and contractor of the first planes are contractor of the first planes and contractor of the first planes and contractor of the first planes are contractor of the first planes and contractor of the first planes and

AGENTS—Dependable man year around to take orders for high class ornamental trees, roses, abrubs, &c., in delivering; con-mission weekly. Harrick Nursery Co., Roch-ester, N.

nission weenly. First, the state of the stat Neb.,
AGENTS—Handle remarkable money-getter;
easy to sell; what people want; repeat orders are what count; proposition and free
rample availing you. Frank W. Gratien, 209
4th North st., Syracuse, N. Y.

LARGE shirt manufacturer wants agents t sell complete line of shirts direct to wearer exclusive patterns; big values; free samples Madison Mills, 503 Broadway, New York.

NEW OIL LAMP BURNS 94% AIR.
S. Y. Johnson, 850 Aladdin Building, 14
Washington place, New York city, the inventor of wenderful new oil lamp that burns
94% air and beats gas or electricity, is offering one free to the first user in each locallty who will help introduce it. Write him
for particulars.

for particulars.

SALESMEN, capable of seiling Davis high grade made to measure clothes at popular prices, direct to the better class of trade; liberal commissions; protected territory; powerful advertising campaign and Davis "square deal" guarantee of satisfaction or money returned back to you. Write to-day, giving three references. The P. H. Davis Tailoring Company, Cincinnati, Ohio. STOP DAILY GRIND, START SILVERING MIRRORS, Auto headlights, tableware, &c.: plans free. Clarence Sprinkle, Dept. 121, Marion, Ind.

### HELP WANTED-MALE.

ACCOUNTANT - FIRST CLASS EXPERIENCED SENIOR AC-COUNTANT REQUIRED BY LARGE FIRM OF ACCOUNT-ANTS AND AUDITORS; SALARY ACCORDING TO EXPERIENCE. GIVE FULL DETAILS. M. C., 809 HERALD, FULTON ST.

ACCOUNTANT AND STENOGRAPHER WITH PRACTICAL BUSINESS EXPERIENCE TO ASSIST EXECUTIVE, LADIES APPARIEL CONCERN; ONE THAT HAD EXPERIENCE IN WAITING ON SHOW ROOM TRADE PREFEIRED; EXCEPTIONAL OPPORTUNITY FOR RIGHT MAN; STATE AGE AND WHAT CAPACITY PREVIOUSLY EMPLOYED, BOX 569, 206 CABLE BLDG.

A LEADING FIRM NEEDS FIRST CLASS SENIORS AND JUNIORS; STATE AGE, SALARY EXPECTED, PUBLIC ACCOUNT-ING EXPERIENCE AND REFERENCE, ADDRESS AUDIT, 474 HERALD, HERALD SQUARE.

ASSISTANT auditor; salary \$1,640-\$2,740; internal revenue, traveling, resident. Write for free booklet, box 166, Washington, D. C. BE farsighted-look ahead; learn real trade linetype operators receive \$5,000 yearly cost \$200; 1,000 have attended; investiga-tion courted. Empire School, 133 E. 16th. HOUSEWORKERS, waitresses, ch'bermaids, cools; excellent positions. Tinka Andressen Emp's A'v. 2291 B'way, nr. 820. Schuy, 7722. COOKS, chambermaids, waitresses, buptiers and couples, Brennan's Agency, 695 Madison av.

BOYS, 14 to 16, for positions as pages in large banking institution; state age, educa-tion and calary desired. Address P. A., P. O. box 822, City Hall Station, New York city.

BOY for office work and run errands; salary \$10. Address C. E. H., box 33, New York Froduce Exchange.

# BUSINESS ORGANIZER.

Should this reach the attention of a highly successful business executive of scrong, forceful personality who is disconnected or soon is to be—read on. A big corporation of the highest standing and responsibility will have an opening january 1 for a man possessing a high type of business generalsnip and capable of bringing together various interests in different cities into harmonious cooperation. The interests are big. The remuneration is commensurate. The organization can be made permanent. If you are the kind of an organizer and negotiator coorribed and capable of earning over 20,000 annually, kindly furnish details of age, experience, &c., in confidence and prompt conference will follow. Y 2166 literald, 16th st.

# BUTER WANTED.

MILLINERY BUYER FOR LARGE DE-PARTMENT STORE IN MIDDLE WEST. A MAN WHO HAS HAD SUCCESSFUL

EXPERIENCE IN HANDLING AT LEAST

OR THE STREET OF THE ST A MAN WHO HAS HAD SUCCESSFUL

GIVE FULL PARTICULARS IN FIRST AGENTS—Sales agents can make \$10 to \$15 a day selling cresco new leather shopping bags and waterproof aprons. Improved Mfg. ACCEPTED UNLESS YOU HAVE QUALIBOO, dept. 226, Ashland, Ohio. FIED IN LAST POSITIONS. AN UN-

WILLIAM T. KNOTT.

# BUYER WANTED.

MAN OR WOMAN FOR MUSLIN UNDERWEAR AND HOUSE

NO APPLICATION CONSID-DRED UNLESS YOU HAVE HAD EXPERIENCE.

# HELP WANTED-MALE.

BUYER

COUPLE wanted, Protestant, white, without children; wife to cook and do general housework; husband to assist with work and be generally useful, wait on table, tend before; country, all year round; state ages and wages; references. V 594 Heraff, 280 Hreadtway. COUPLE-Wanted, couple or 2 domestics to do entire housework, including laundry, for

CUSTOMERS' MAN WANTED: one who is desirous of making a chauge; we have good opening for man who has had an active clientels; none others need apply; no promotions; board, room and all facilities provided for quick and accurate service; all applications treated in strictest confidence.

67 EXCHANGE PLACE, NEW YORK.

CUTLERY salesmen, well established and progressive cutlery house, imported and domestic lines, has opening for young, ag-greasive salesmen, for middle West and Southern territories; liberal commission hasis. Address. with full particulars Y 2364 Herald, 16th st;

EXECUTIVES,

WE ARE SEARCHING FOR MEN
WHO HAVE PROVED TO THEMSELVES THAT THEY HAVE SELLING ABILITY GREATER THAN
THEIR PRESENT OPPORTUNITIES. WE WILL DEVELOP SUCH
MEN INTO SALES MANAGERS
AND GIVE THEM A LIBERAL
COMMISSION ON THE INDIVIDUAL EARNINGS OF THE CORPS
OF SALESMEN WORKING UNDER
THEM OURS IS ONE OF THE
REAL OPPORTUNITIES THAT OCCUR BUT SELDOM. FULL PARTICULARS ARE GIVEN ELSEWHERE IN THIS SECTION IN
OUR LONG ADVERTISEMENT
HEADED——
"SALESMEN—HEAR WHAT I GOT
FOR CHRISTMAS."
WRITE US IMMEDIATELY.

FARMER, experienced, to work large farm with summer resort on half shares. Grand View Manor, Callicoon Centre, N. Y. HOUSEMAN, private house, care of furnace, understand waiting; must come well recommended. Call 342 West 40th.

INVENTORY CLERK.
Young man to take inventory of drug store and do general clerkal work must be experienced with drugs and chemicals; state age, references and salary expected. Write Inventory, Post office box No. 1, Station O.

# LITHOGRAPHIC

ARTISTS AND PROVERS. STEADY POSITIONS, 48 HOURS PER WEEK: HIGH WAGES, WEEK'S VACATION WITH PAY: LIFE INSURANCE FOR A YEAR'S SALARY: FULL PAY FOR 4TH OF JULY, THANKS-GIVING AND CHRISTMAS; DOC-TOR AND NURSE IN ATTEND-ANCE, WRITE OR CALL,

WASHINGTON & FRONT STS. BROOKLYN.

LOCAL man with selling experience to train for field manager; position will pay \$5,000 yearly; exceptional opportunity; references. Consumers' Grocery Co., Reading, Pa. MANAGER, Wanted-New York manager for Philadelphia to New York motor freight transporta-tion corporation; must be a hustler, able to get business and come well recom-mended; state full particulars. Y 2153 Herald, 10th st.

Herald, 16th st.

MAN-Position of trust in old established company, prospects of advancement for ambitious man of good appearance, age 25 to 65; ability to meet and talk with men casential. Address Box 485, Madison Sq. P. O. MAN.—Retired business man, tires of doing nothing, wishing to add materially to his income without the restraint of office hours, can connect with concern of matienal reputa-tion. Address P. O. box 87, Station D.

WITH YOUR PRESENT EARNINGS AND BELIEVE THAT YOU HAVE THE SELLING ABILITY TO UNDERTAKE A MUCH BIGGER PROPOSITION — WE WILL DEVELOP YOU ACOORDING TO YOUR ABILITY WITH A VIEW TO MAKING YOU A SALES MANAGER. THIS IS AN INVESUAL OPPORTUNITY FOR MEN OF AMERICAN AND SALES STRENGTH. FOR FULL PARTICULARS READ OUR LONG ADVERTISEMENT ELSEWHERE IN THIS SECTION HEADED TO THE SECTION HE

MANAGER, thoroughly experienced, to take charge of canvassers, selling small phono-graphs on installment plant state in first letter your qualification. Address W 500 Herald, Herald sq.

MANUFACTURING and jobbing firm has an opening for a man about 30 to 35 years old, Catholic, to order, correspond, keep stock records; he must understand how small manufacturers figure cost of goods and should be theroughly familiar with manufacture of one of the following lines; spelter castings, stamping, brass turning, bead work and cheap jewelry; must write good hand and be systematic. Apply, stating age, previous occupation, B 1298 Herald, Fulton st.

MEN-You've always wanted big money; here it is: \$16 to \$32 a day possible; new patented aluminum handle cutiery set; you simply display set and write order; we de-liver and cellect; pay you daily; experience unnecessary; sample free; try it out. Jen-nings Mig. Co., set 116, Dayton, Ohio.

mings Mig. Co., set 116, Daylon, Onico.

MEN WANTED.

High caliber men to sell securities for an old established manufacturing corporation. 55 per cent commission and an opportunity for permanent connection with the company. None but high class men with references considered. Hydrex Aspinalt Products Corporation, 170 Bonodway, room 714.

MEN—Age 17 to 55, experience unnacessary: travel; make secret lavestigations, reports; calaries; expenses. American Foreign Detective Agoncy, 167, St. Louis.

MEN—Crovers of dependable stock want reliable salesmen; commission weekly; no dotivering. Brown Brothers' Nurseries, Rocuester, N. V.

ADDRESS BY LETTER

WILLIAM T. KNOTT.

23 EAST 20TH ST.

CANVASSERS:—Make \$5 to \$6 a day selling needle books; easy to sell; cost 5c., sell 15c. Lee Brow, 145 East 25d st.

### HELP WANTED-MALE. HELP WANTED-MALE.

THE LARGEST ORGANIZATIONS IN NEW YORK CITY REQUIRES THE SERVICES OF

For the man who has person-ality, character and ambition, but who has not yet arrived, this is a real opportunity. If you are over 23 and under 30 years of age, seeking a con-pection where you can qualify for a junior executive position, write fully explaining in detail your training, salary desired and other particulars you think might be of interest, or if you like call Room 203, 1854 Broadway.

PORTER-Strong young man, bright; \$40 a month with room and board. Apply at once, 31 East 93d. REAL estate; midtown Christian firm has opening for experienced brokers; commis-sion basis; no drawing; also for theatre and garage brokers; state age, past con-nections. T. K. 324 Herald, Herald sy.

### SALESMEN

TO SELL HIGH GRADE PROPOSITION BACKED BY STRONG ADVERTISING CAMPAIGN. COMMISSION BASIS, DRAWING ACCOUNT WHILE BIG OPPORTUNITY FOR RIGHT MAN TO EARN LARGE INCOME. WRITE FOR APPOINTMENT. F. A. GARNER, GENERAL MANAGER, MAUSOLUM CO. OF AMERICA, 140 BERGENLINE AVENUE. UNION HILL, NEW JERSEY.

SALESMAN.—YOUNG STOCK SALESMAN WANTED BY DOWNTOWN FIRM, SELL-ING STOCK OF A PACKAGE COFFEE DISTRIBUTING CORPORATION, OF WHICH MR. COPELAND TOWNSEND, LESSEE DISTRIBUTING CORPORATION, OF WHICH MR. COPELAND TOWNSEND, LESSEE DISTRIBUTION OF THE NATIONAL SURETY COMPANY; THIS WONDERFUL COFFEE IS NOW USED AT FAMOUS "BRAZILIAN COFFEE HOUSES," "MAJESTIC HOEL," SCORES OF HOMES, &C.; ONE COLLEGE MAN, NO PREVIOUS STOCK ENPERIENCE, MADE \$120 PIRSTWEEK OUT; ANOTHER YOUNG MAN OF BREEDING AND ABILITY, MAY HAVE SALARY OR COMMISSION; WORK ON LIVE LEADS AND MAIL STOCKHOLD-ERS; EXPERIENCE UNNECESSARY, ADDRESS BIG FUTURE, BOX A 582 HERALD, 280 BROADWAY.

### BALESMEN.

After you have answered what you believe to be the best appeal in the Herald for high class selesmen and you are still undecided as to just the best connection, and you are cally open for work, here is an opportunity to join the largest organization of its kind in the country where other high class salesmen have earned \$25,000 and more.

If you do not object to traveling and you are big enough to see the value of preparation, I would be interested in having a heart to heart talk. Sales involve large amounts, hence the reason we only consider big caliber salesmen.

SALESMAN to cover New York State and Pennsylvania for one of the most representative houses in the manutacture of dreeses and negligees, to take care of well established trade in this territory; want salesman who has covered this territory and is well acquainted with the trade; a most excellent opportunity. G-01, P. O. Bex 2476, Priladelphia, Pa.

We have an opening for a salesman to take charge of the sales of our new apartment house telephone; must have had experience in selling architects, electrical contractors and builders; must be able to correspond and handle all of the details connected with this department; a good opening with possibility of future advancement to a man who can qualify; in order to secure attention applicants must submit to secure attention applicants must submit complete data of their past experience, qualifications, &c., together with salary ex-pected to start; if possible give telephone number for interview. Address President, care of box R M, roem 1201, 220 W. 42d st.

# SALESMEN, UNIFORMS.

MEN WANTED BY LARGE CLOTH-ING CONCERN CONTEMPLATING GOING AFTER QUANTITY BUSI-NESS IN UNIFORMS FOR RAIL-WAY, POLICEMEN, SCHOOLS, COL-LICERS AND KINDRED ORGANIZA-TIONS; MUST HAVE SIMILAR EX-PERIENCE AND FOLLOWING; STATE FULLY PAST EXPERIENCE AND SALARY DESIRED, H. L., 619 LONGACRE ELDG., N. Y.

SALESMEN FOR MIDDLE WEST AND SOUTH WHO ARE ACCUSTOMED TO MAKE \$10,000 YEAR: MUST BE WELL ACQUAINTED WITH DE PART MENT STORE BUYERS AND JOBERS BUYING BETAL NOVELTY ASH TRAYS: WOND ERFUL OPPORTUNITY FOR LIVE WIRES, DRAWING ACCOUNT AGAINST COMMISSION; APPLY ALL WEEK. PULLMAN METAL SPECIALTY CO., 347 5TH AV. SALEEMEN with costabilished trade in new-elty and fancy leather goods lines, on com-mission basis, by reliable manufacturers and importers, for city, Eastern and Southern territories. To obtain interview give full particulars. Q 1852 Heraid, 16th st.

mission basis, by reliable manufacturers and importers, for city, Eastern and Southern territories. To obtain interview give full particulars. Q 1852 Heraid, 616 st.

68 FALCEMEN investment accuration, with or without experience, commission basis only; or without experience, commission basis only; or commission. Ferroton Diarmacal company, 77 7th av., Brooklyn.

68 FALESMAN, familiar with hotel and club trade metropolitan district, sell patented non-sell pubber bath tub rug; nothing like it on the market, ready seller; attractive common to the market, ready seller; attractive common

Two wooks ago I ran an advertisement in this section and signed my initials—"W. It. W."

I told how I had been floundering around—working at first one job and then another—never really getting anywhere. I told how I answered this company's advertisement last September—came over—met the executives—and started in as a salesman. I certainly give thanks now that I did. Not only can I prove that in nine weeks I made \$2,040—an average of \$250 a week— \$280 a week-BUT-SOMETHING ELSE HAS HAP-PENED.
Talk about your Christmas presents.
This Christmas I got the fattest gift

"HEAR WHAT I OOT FOR CHRISTMAS."

This Christmas I got the fattest gift of my life.

I was PROMOTED—
I am now "USTRICT MANAGER."
Can you beat that—for just three nonths work?
He works with this Company, I the kind a soul in it.
I diese pothing about the work I had to do.
I didn't know where to go to make sales. sales. I was an absolute and utter "green-

horn'But not for long.
I was surrounded by the livest wires
in the selling game. Men who not
only told me that this proposition
could be sold in a big way—but backed
up their statements with the positive
proof that they HAD SOLD IT.
Aside from the big income I am now
enjoying-

proof that they HAD SOLD IT.
Aside from the big income I am now
enjoying—
I have made more friends and finer
friends in these three months than I
ever made in all of the rest of my
life put together.
This proposition is REMARKABLY
easy to sell.
The Company gave me the most thorough instruction, and in less than no
time I was out selling.
To prove my faith in this Company—
I would put my own last dollar into
it if I were ever fortunate enough
to be given such an opportunity.
There is not a single man to whom I
his paid who is not delighted with
I can go back to him as a friend.
This is the chance of chances, for a
man with backbone, ambition and
housety of purpose to get a real job
for himself for the New Tear—
The Company is engaged in one of
the oldest industrial businesses of the
world—which, for the first time has
been properly organized.
When such an opportunity as this is
offered, whereby salesmen of only average capabilities like myself can
carn \$250 per week—you can count
yourself lucky if you happen to be
one of those selected.
Hut—do not let this scare you off—
There isn't a man here who is a
"wizard" or possesses any SUPERability.
Industry and Persistency are the two industry and Persistency are the two big things that count. A man's WILLINGNESS to work—

A man's Willingness to work— and keep on working.

And the job is not merely a TEM-PORARY one.

Any man who will do his best can nake a permanent connection and never have to worry about "a job" again. again, Imagine how happy I am over my promotion to DISTRICT MANAGER, and imagine my still greater happiness when I know that there are even still HIGHER promotions in store for me if I just keep on going and do still HiGHER promotions in store for me if I just keep on going and do my best.

I don't care how many advertisements you have answered in the past—Nor how much you may "doubt."
There is one thing you cannot doubt—and that is that you can come and meet me and all my associates and get the proof that every one of us started as a salesman and won our promotions to executive positions by our own efforts alone.
The only thing that could keep you back from answering this advertisement will be lack of confidence in yourself—and when a man lacks confidence in himself—"good night."

If you still believe that you could be a bigger success than you are now—Then write a short note—
We will give you an interview—Tell you everything about the proposition—Introduce you to some of the biggest producers and finest fellows you ever meet—

"5. We are having no difficulty whatever in securing the money needed, but with this money we want—and must have—MEN. met—
And convince you absolutely that what
we have done—you can do also.
Just write the letter now.
State when it will be convenient to
call for an interview and I personally
guarantee that you will not be disappointed.

Remember—This Company offers 5 DISTINCT INDUCEMENTS—

1.—The best sales instruction possible to receive.

2.—No competition as regards the business in which the company is engaged.

3.—Certain promotion to high executive positions paying a combination salary and commission (to lie men who prove their ability).

4.—The personal assistance of all of the executives in helping you get started.

5.—A corporation of international reputation having on its Board of Directors the bi gest industrial and scientific experts la the country.

All that I ask of you is to write me All that I ask of you is to write he a letter. Be broadminded enough and inter-ceide enough in your future to come and hear the story of my success and learn how you can duplicate it. The opportunity is here—When will YOU be here?? He a spendthrift and "spend" 5 minutes and a 2c. spmp, to send me your name and address. Nobody is paying me one penny to talk to you.

I simply want to be good fellow enough to pass a good thing along. I have now given up a whole hour

I simply want to be good reliew enough to pass a good thing along. I have now given up a whole hour of my time to dictate this message to you.

Come over to see me.

Come and find out what the proposition is, anyhow.

You are bound to gath SOMETHING by it. Come on. We want to meet you.

Signed, W. H. W. A 586 Herald, 280 Broadway.

SALESMEN—We are going to open several branch offices in Greater New York and New Jersey, and want high calibered men to go on our staff at once, where they will have a chance to learn our business and qualify for the positions are managers of these effices; a good commission income can be carned from the start and as manager the exportunity is \$10,000 a year and up commission; permanent income; prominent firm of New York brokers offers this real career in stock exchange securities (positively no promotion stocks). Phone for appointment Bowling Green 1396, or address Box V 599 Herald, 280 Broadway.

HELP WANTED-MALE.

SATESMEN.

Over 100 men-many of whom are with us to-day-answered the following Ad, which appeared in this paper on November 20th. We expect to promote so many men on our Sales Force into executive merchandise positions the first part of 1922 that we are repeating this ad to-day to fill the vacancies caused by these promotions.

"One menth age we stoped our advertising for salesmen-to concentrade on and build up our present Sales Force of approximately 100 men. These men came in answer to our extensive advertising (up to one menth ago), with some 2,000 others. The other 1,000 didn't have the vision to recognize the potential possibilities in the opportunity a connection with our Organization offered. (The head man for last month, as he was leaving after his first call, was told by two of these 1,000 that it was "all bunk." Every proposition which means work is always that to some men)."

Read the following FACTS:

Read the following FACTS: The earnings of some of our men last week (2 holidays)—Lane, \$933.75; Rohner, \$418.75; Eckel, \$435; Brown, \$218.76; Mills. \$591; Burns. \$950; Coudert, \$456.25; Tuthill, \$368.75; Sutphen, \$381.25; Marck, \$257.50.

60 MEN ON OUR SALES FORCE AVERAGED \$145 PER MAN LAST WEEK

(2 holidays). Up to Friday, 12 o'clock noon, of this 85 MEN AVERAGED \$211.35 PER MAN. Some of the individual earnings for the 4th days of this week were; Eckel, \$992.70; Burns, \$768.75; Frown, \$745; Thomas, \$983.75; Hertwig, \$818.75; Mills, \$1,123.75.

You are not in business for your health; you are in it for all you can honestly make out of it. You want something that will SELL.

Compare the above figures with those of ANY similar selling organization in this City to-day of ANY size. We produce below word for word one of our former advertisements—one of the Ads which some of our present Sales Force answered, and have "cashed in"

The response we expect to receive from this advertisement may mean that after this week we WILL CLOSE THE DOORS OF OUR ORGANZATION TO NEW MEN. In the face of the above FACTS consider well whether in justice to yourself and your future you can afford not to investigate and weigh carefully this unusual opportunity.

The following Ad was printed October 2d, 1921: "If you are the type of man who will fit in this Organization, you don't want flowery phrases, but cold, simple FACTS. We present for your consideration the following:

"1. The RIGHT TIME to form a connection with any enterprise is WHLE IT IS IN ITS IN-FANCY and grow with it.

"2. We have come into possession of one of the most revolu-tionary products ever put on the American market. "3. Behind this product are some of the best known business men in New York city.

"4. There are tremendous POTEN-TIAL possibilities in this prod-uct. To properly develop these possibilities two things are necessary—MEN and MONEY.

"6. We have already secured as a nucleus for our sales organization a large number of big callber salesmen, who by their enthusiasm ever our proposition, and by the sales they are turning in, in steadily increasing volume, are convinced that this is the kind of proposition that comes to every man-ONCE.

"7. The opportunity offered is to make from \$5,000 to \$20,000 to commissions this year, assisting us in raising the necessary capital, and then to carry on into an executive MERICHANDISING position, such as takes ten to fifteen years to secure with the AVERAGE proposition.

"The above is a brief MAN to MAN statement of the opportunity we have to offer. If you are the type of man who aspires to do Big things in a BiG, CLEAN way, you want complete details."

That the selling of the securities of this Corporation is becoming easier and easier each week is evidenced by the earnings of our salesmen printed at the start of this advertisement. THESE EARNINGS AND THE STILL LARGER EARNINGS TO COME ARE POSSIBLE THROUGH A NEW SYSTEM, ORIGINATED IN THIS CAMPAIGN, WHICH INSTANTLY BREAKS DOWN THE OPPOSITION TO THE "APPROACH" AND WHICH ABSOLUTELY PROACH" AND WHICH ABSOLUTELY ELIMINATES THE "COLD CALL." YOUR PROSPECT IS ALWAYS READY AND GLAD TO SEE YOU, WITH THE CHECK FREQUENTLY MADE OUT AND WAITING.

Do not think from this last statement that we are offering an "easy berth"— we are not—and will not take a man on our Sales Force who is not willing to WORK—but for the WORKER we get the RESULTS.

This may be your LAST OPPORTUNITY to join what is destined to be one of the most effective and highest paid Sales Organizations in America. Full details will be given at a meeting,

When you call, kindly ask for Mr. Scott. KENDALL PRODUCTS CORPORATION, 10th Floor, Buckley-Newhall Bldg., 709 Sixth avenue (bet. 40th and 41st etc.)

Tuesday, January 34, 1:80 P. M.

SALESMAN WANTED BY A PROMINENT FOOD CONCERN FOR WESTERN FENN-SYLVANIA, OHIO, MICHIGAN AND LOCAL MAN FOR CITIES OF PHILADELINIA AND PITTSBURGH, PA.; NO ATTENTION GIVEN FLOATERS AND ONLY RESPONSIBLE MEN WILL BE ENGAGED; APPLIFOR INTERVIEW, BY LETTER ONLY, GIVING PARTICULARS TO JAMES E. SANDERS, 206 Broadway, New York city, or 4228 Pine St., Philadelphia, Fa., or Fort Pitt Hotel, Pittsburgh, Pa.

SALESMAN of storling qualities, experienced in selling jobbers, department and house furnishing stores in New England, New York and Pennsylvania, to represent large manufacturers of aluminumware, cutiory, food choppers and electric appliances; straight salary or drawing account against commission; only experienced producer with established record and first class references considered; give full detail in first letter; all information treated confidential. H. T., 619 Longacre Building.

SALESMEN—WANTED BY A GROWING INVESTMENT HOUSE TWO HIGH CLASS SECURITY SALESMEN TO SELL BONDS WITH STOCK RONUS FOR AN ESTABLISHED CORPORATION. GOOD OPPORTUNITY FOR LIVE MEN. SALERY AND COMMISSION. SEND FULL PARTICULARS OF PREVIOUS EXPERIENCE AND CONNECTIONS TO W 370 HERALD, HERALD SQUARE.

SALESMEN, experienced:

BALESMEN, experienced; liberal compensation; good opportunity; two new package coffees. CORD H. SUMP, 715 LINCOLN PLACE, BROCKLYN, N. Y. TEL. LAPAYETTE 3437.

Have you sold automobile ignition parts and electrical specialties? If you have had experience and are a proven salesman we, as large manufacturers, can make it attractive for you. Write full particulars. Ress Heraid, 280 Broadway.

SALESMAN wanted at once, highest references, for lower New Engined States, one familiar with sale of road maps given preference, commission and drawing account; unusual opportunity. Write in detail and interview will be arranged. W 307 Heraid, Heraid sq. Herald sq.

HELP WANTED-MALE.

CALESMEN WANTED. An excellent opportunity is offered to five good specialty salesmen who-understand covering small towns and country store trade. The line consists of lineleums, felt base floor coverings and rugs.

The basis is straight commission, with advances for traveling expenses to men who can produce a clean record. Men need not have experioned in the above line, but must be able to show that they have successfully sold specialties to the above trade. Selected applicants will be schooled for a number of days in the fundamentals of the line.

The earning opportunities are only limited by salesman's ability, the average of our men's earnings being about \$125 per week.

SALESMAN.

Unusual opportunity; well known national publicity concern has unusual opportunity for man of character and dependability; the work requires traveling and man capable of earning \$1,000 monthly; to the man who will qualify the position is permanent; expenses advanced; in answering state your experience selling, age, &c.

8CHOOL boys, steady, spare time work, \$5 or more weekly, according to ability, training for junior salesmen, experience unnocessary. Write stating age, telephone number, achool hours and section you know best, or call 3d floor, 114 West 41st. See Mr. Gli-burt.

SECURITY SALESMAN

TO CALL ON PROSPECTS THAT HAVE EXPRESSED THEIR WILLINGNESS TO HUY, MUST BE ENERGETIC AND WITH ABILITY TO CLOSE; BIG MONEY FOR THE RIGHT MAN. C 2261 HERALD, HERALD SQ.

vanted on commission, to sell 8% preferred tock, with bonus of common, at \$100 unit established corporation. Room 302, 489 5th av., New York. Telephone 4918 Murray Hill.

SECURITY SALESMEN—Established com-pany, paying 8 per cent., wants two sales men to distribute its stock; leads furnished commission basis; references required. J 883 Herald, 289 B'way. SHIPPING clerk at Dean's, 628 5th av (50th st.), bakers and confectioners; thoroughly experienced in retail trade; department store preferred; handling chauffeurs, drivers, messengers, packing, shipping, &c.; hard work, long hours; a steady, desirable position for right man. Apply to G. H. Dean by letter only, stating references and salary desired.

SHIPPING clerk in an electrical supply house; capable of organizing his department; state experience. R 255 Herald, Herald square. SHOE SALESMAN, retail, accustomed to first class trade. Apply A 587 Herald, 286 B'way.

SHOWCARD writers and helpers; perma nent positions to right men; artistic wor under expert direction will make thoroug artisans of you; shop experience necessary correspondence confidential. Apply Binge

SPECIAL REPRESENTATIVE

Sign Co., 71 West 23d st.

AN UNLIMITED FUTURE—FINANCIAL BACKING.
NO EXTENSES.
FOR A SALESMAN WITH SUCCESSFUL RECORD ONLY.

J. H. HUNTINGTON. 118 West 44th at., Room 605, Before 1 o'clock.

STOCK Salesman—Established company earn-ing substantial profits will issue small block of stock; high class man who can place some quickly among his own clients, on commission basis, can subsequently arrange for very profitable and pleasant work dur-ing winter months in Florids. In 1296 Herald, Fulton st.

VALET, NURSE.

Valet, nurse for young gentleman lame;
assist butler when needed; salary \$75; personal reference must be given with application for position. P. O. box 696, Woodmere, J. J.

SECURITY SALESMEN who are Christian gentle-men to resell over 5,000 shareholders additional stock in prosperous going concern. If you are not in a position to work out of the city and finance yourselves please do not reply.

P 2101 Herald, Herald sq.

WANTED-Good office man familiar with renting apartments; must be good sales man, courteous and able to furnish bond not over 35; good salary and bonus. C 2276 Herald, Herald sq Heraid, Heraid sq.

WINDOW TRIMMER AND INTERIOF
DECORATOR
wanted by a Largo silk manufacturer to display variety of silks in an attractive, fashlonable manner; an expert, well experienced
only to be considered; state age, experience
salary, education. Y 2157 Heraid, 18th st.

YOUNG MEN, AMBITIOUS, over 18 years old; an opportunity to obtain positions with a future in a large company; electrical and mechnical work; previous experi-ence not necessary. In answering please give age and weight. Box V 503 Herald, 280 B'way.

YOUNG MAN, 22-27, well educated, good address, can secure a good position with 5th av. real estate concern in their brokerage department must have city experience as broker and know values, salary and commission will be paid to the right man. Box K, 93: Tribune Bidg. Tribune Bidg.

YOUNG man to assist in office of manufacturing jewelers, an American, 18 to 18 yracturing general properties. Having some knowledge of typewriting. Address in own handwriting, giving references and stating salary desired. P. O. box 90, City Hall Station.

Station.

YOUNG Men.—Three bright young men in our sales department that we can develop into values a salesmen; must be of neat appearance and furnish reference; salery and commission. Apply Tuesday, Mr. Eastman, 138 Lawrence st., room 25, Borough Hall, Brooklyn. POUNG men for work in stockroom; experi-ence on stationery supplies essential; sal-ary \$55-\$70 month; state age, religion, ex-perience. N. L., 185 Herald, 280 Bway. YOUNG man, assist in shipping department wholesale dry goods firm; must be honest and industrious; state references and salary desired. Box 564, 299 Cable Building.

YOUNG man to assist in clerteal work in wholesale worken house; state age, experi-ence and salary wanted. Bright, 685 Herald, 280 Broadway.

Instruction.

STENOGRAPHY, secretarial, law, court reporting, beginners and advanced courses ynder professional reporters; Frank Lussinvented marvelous speed getting expedients; lightning phrase books; greatest shorthand improvement in 40 years; 200 words minute given in third the time mere 100 is acquired at theoretical schools. Lusic Institute, 220 West 420 st. Heraid sq.

SALESMEN thoroughly familiar with the retail housefurnishing trade. Greater New York; splended line aluminum cooking utensides; factory to retailer. S. Bilckman, Nelson av. and Mount st., L. L. C.; take Corona enhway, Grand Central Terminal, to Rawson it, station.

SALESMEN calling on better class wholesale and retail grocery and kinured trade; commission and bouns. Call afterneous, Deede, Nut Co., 4 White st.

STENOGRAPHIX secretarial, iaw, court repeting segments and advanced courses vider horizontal advanced course vider brothers books; greatest shorthand lightning phrase books; greatest shorthand lightni HELP WANTED-MALE. Instruction.

> BE A MUSICAL INSTRUCTOR .

EARN GOOD MONEY

Instructors of musical instruments, including Saxophone, Mandolin, Banjo, Guitar, Ukulele, Banjo-Mandolin, &c., earn from 520 to 5100 weekly or more pinying or teaching.

We teach you to play
Popular Music
IN 5 EASY LESSONS.
Also a special teacher's course.
SCHUBERT STUDIOS
CORPORATION.
203 West 49th St. at Broadway.
Opposite L. I. Station, Brooklyn.
325 Broadway, comer Myrtle, Brooklyn.
344 East 19th St., Bronx, One block west of 3d Ave.

DETECTIVES needed everywhere, good pay, interesting work. Sond for free information covering our system of educational advance-ment. International Detective Exchange, 112 W. Adams, Chicago.

Louis, Mo.

MEN wanted for U. S. Mail Service; permanent; easy to get in now; correspondence ourse unnecessary. Write E. S. Bishop, box 301, deplin, Mo.

RAILWAY mail clerks wanted; salary \$1,000.82,300; many needed; examination soon. Write for free booklet. Box 220, Washington, D. C.

TELEPHONE DIRECTORY

AUDITS, cost systems, income tax state-ments, HAZAPIS, 132 Nassau st. Beek.

CHIROPRACTOR

DR. TARSY, 164 Monroe et., Brooklyn, spe-cially for chronic, "incurable" diseases, 2-7 P. M. Phone Lafayette 1549J. DOGS, CATS, BIRDS.

UHOW pupples, Mrs. T. C. LANGHORNE 46 Hamaton Ter., Orange, N J. Tel brange 6235. PERINGESD dogs and Persian cate, pedi greed. Mrs. SCHWARTING, Shore road 1592R. ELECTROLYSIS.

HELEN BRIGGS, electric needle expert, SUPERFLUOUS HARR permanently re-moved, eyebrows arched, 437 5th av, Murray Hill 1544. 12 years at 1183 Broadway. EMPLOYMENT AGENCIES-DOMESTIC.

FURNITURE WANTED.

ORIENTAL RUGS, any condition, antiques or modern, bought for highest cash, BASMAJIAN, 30 West 46th st. Bryant 5101. FURS.

DIAMONDS-Finest 3 carat skyblue dia-mond in New York; half price; chance for dealers; bring appraiser with you. HURD, 120 West, 23d st.

Dresses, Coats, Furs, Samples, AT RIDICULOUSLY LOW PRICES, DWYER, Murray Hill 7075, extension 2.

HIGHEST VALUE PAID FOR misfits or slightly used evening and street frocks, furs, diamonds, jewelry, sliverware; reliable, confidential. Est. 30 years. Mine. NAFTAL, 69 W. 45th st. Bryant 0876. HAIRDRESSERS.

FERMANENT Hair Waving-Hairdressing. Exclusive, Original Invention. C. NESTLE CO. 12-14 E. 49th. Phones Vanderbilt 9086-4112.

INSTRUCTION-DANCING.

MR. AND MRS. SADLER'S DANGING ACADEMY, 2786 B'way, Academy 1582 Private lessons dally. Classes every evening INSTRUCTION-DRESSMAKING

INSURANCE.

ASSOCIATED LAWYERS, 220 W. 42D. Times square, Room 1903; Bryant 1942.—All legal matter New York, New Jersey, Connectineut, Illinois courts; consultation free; evenings by appointment.

AMERICAN LAWYER, highest standing; consultation free; evenings by appointment. Mr. WILGUS, 71 West 23d st. Gramercy 4454.

ANDREW J. SMITH, 63 Park Row. consultation free. Phone Beckman 5479. 281 HROADWAY. BARCLAY 637.

MANICURING, hairdressing, 187 Riverside Drive, River 2010. Miss MARQUERITE. MASSEUSE. SWEDISH massage, license 10046, Mrs. LANDER, 30 W. 71st st. Columbus 1713.

MUSICAL.

SPORTING GOODS.

TYPEWRITERS RENTED.
Three months, \$6.50 up,
PACTORY REBUILT TYPEWRITERS.
AMERICAN WRITING MACHINE CO.,
\$15 Broadway, at Leonard st. | Telephone
20 E, 234 st., op. Madlson av. | Franklin 5465

W. Adams, Chicago.

ERICKLAYERS, carpenters and buildors wanted; send for free book, "How to Read Blue Prints"; no charge, Write to-day, Charles W. Morey, Supt. 52, Chicago Tech. Building, Chicago, III.

EARN 825 weekly, spare time, writing for newspapers, magazines; experience unnecessity; details free, Press Syndicate, 379, 81, Louis, Mc.

EMPLOYMENT AGENCIES

Help Wanted Male-Domestic. good place for couples and for cooks, butlers, houseworkers. Wettler's Agency, 20 West 43d st.

Of Home and Business Needs. ACCOUNTANTS.

OMERANIAN toy puppy, pedigreed. Phone Fordham 7197. Nature Friend, 2021 Boson road.

COLICE DOG, pedigreed, male, 5 months, beautiful specimen, housebroken. FUSE-LEHR, Decatur 6258.

ETHEL MICHELSTETTER,
Superfluous Hair Artist,
scientifically removes hair by the latest
method, using two to sixteen needles, according to your case; references.
Each case a special study.
Suite 504. Longacre 8434. 25 West 426.

UNITED EMPLOYMENT AGENCIES, 165 E. 72D ST., N. W. COR. 3D AV.
Phone Rhinelander 4264-2644.
Leaders in domestic help: male, female.
SERVANTS, colored, high grade; city, country; references investigated. KEMPS AGENCY, 2382 7th av. Audubon 2856.

HUDSON SEAL COAT. 42, long, select quality.; like new; large collar. Tuesday and after, BERNSTEIN, 259 5th av.

GOWNS.

FRENCH MUD PACKS. waving; also ready to wear bobs. ANNA, 2172 Broadway. Schuyler 7513.

INSTRUCTION-COOKING. LEMCKE COOK, NG SCHOOL, 26 W. 94th st-Practical individual work; classes daily. Telephone Riverside 2824. Special cooks' classes.

MODERN society dancing, aesthetic exercise, private studio. Miss PANDJARVIS, if East 40th st. Plaza 9420.

DESIGNING, dressmalting, millinery taught, day, evening, individual instruction. Mo-DOWELL SCHOOL, 38 W. 40th at. Long-ters 7232. Chartored under Regents.

LIFE insurance policies purchased issued by the Equitable, Mutual and New York Life, maturing 1821 to 1925; lapsed policies reinstated. Rector 5028. THOMPSON, AUSTIN & CO., 141 Broadway. JEWELRY AND DIAMONDS. PAWN TICKETS, DIAMONDS, ANTIQUES, FURS, SPORTING GOODS, &C. TRIGGER, 787 6TH AV. 5658 BRYANT. LAWYERS.

LAWYER McDOWELL, 799 B'way, 11th et. Worth 4280, night phone Morn, 1059.

MANICURING AND HAIRDRESSING.

TELEPHONE BRYANT 1026. Reliable musicians and entertainers for all occasions.

HIGHEST prices paid for golf outfits, cameras, fishing tackle, binoculars, guns, nautical instruments, TRIGGER, 737-6th av. TYPEWRITERS AND SUPPLIES.

THE TYPEWRITER EXCHANGE.